

Message Text

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C O N F I D E N T I A L WARSAW 3131

PASS FAS/W/FMD FOR GRAIN AND FEED DIV

EO 11652XGDS-1
TAGS: EAGR, PL
SUBJ: US FEED GRAINS COUNCIL MODEL FEED MILL PROJECT

1. ON APRIL 5 AND 6, USFGC REGIONAL DIRECTOR DR. KLAUS WERNER,
WITH USFGC CONSULTANTS WILLIAM BRIGGS AND ERNST MECKE, VISITED
THE POLISH ZOOTECHNICAL INSTITUTE (ZI)
HEADQUARTERS AT KRAKOW AND A FARM AT GRODZIEC TO PURSUE
PLANS FOR A MODEL FEED MILL TO BE LOCATED AT THE LATTER SITE.

2. THE AGRICULTURAL ATTACHE AND ROLIMPEX GRAIN OFFICIALS
ALSO MET WITH ZI OFFICIALS (BUYERS AND MAJOR RECEIVERS MET
FOR THE FIRST TIME--UNDER OUR AUSPICES) ON THE VISIT TO KRAKOW
AND GRODZIEC. THE GROUP WAS BRIEFED ON, AND DISCUSSED PLANS
FOR, THE FEED MILL PROJECT.

3. THE NEW 25,000 TON CAPACITY FEED MILL IS EXPECTED TO
INCORPORATE MODER US TECHNOLOGY AND SYSTEMS DESIGN AND WILL
ENABLE ZI FOR THE FIRST TIME TO EXERCISE TOTAL CONTROL OVER FEED
RATIONS USED IN ITS RESEARCH TRIALS AND COMMERCIAL FEEDING
OPERATIONS. MILL CAPACITY IS BEING PROGRAMMED IN EXCESS OF
ZI'S NEEDS TO SERVICE LOCAL PRIVATE FARMERS IN THE REGION.
ZI OFFICIALS SAY THAT IT WILL BECOME A MODEL FOR BACUTIL
(STATE MILLERS AND COMPUNDERS) FOR DEVELOPMENT OF FUTURE MILLS
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IN POLAND.

4. THE PROBLEM, HOWEVER, IS THAT USFGC OFFICIALS AND CONSULTANTS
HAVE DISCOVERED THAT THE GAP BETWEEN THE CURRENT STATE OF THE
ART IN POLAND AND THE US TECHNOLOGY/SYSTEMS IN QUESTION IS
SO GREAT THAT THE PROJECT IS IN DANGER OF BOGGING DOWN BEFORE
THE MILL DESIGN IS DEVELOPED.

5. THIS VISIT WAS THE SECOND INTENSIVE DESIGN SESSION BETWEEN THE US COOPERATOR AND THE POLISH SIDE. WHILE THE POLISH OFFICIAL IN CHARGE IS COMPLETELY COOPERATIVE AND EAGER TO INCORPORATE THE COOPERATOR'S SUGGESTIONS, GRASP OF THE CONCEPTS OF THE SYSTEMS UNDER CONSIDERATION IS LACKING.

6. IN ADDITION, THE US COOPERATOR IS ANXIOUS TO AVOID GIVING THE IMPRESSION OF TALKING DOWN TO OR DICTATING TO ITS POLISH COUNTERPARTS. AT THE SAME TIME, USFGC IS JUSTIFIABLY CONCERNED THAT THE CONCEPT AND DESIGN PHASE OF THE PROJECT BE COMPLETED SOON, SO THAT OTHER WORK ON THE PROJECT CAN BEGIN. HOWEVER, THE POLISH OFFICIAL IN CHARGE MUST FULLY UNDERSTAND THE CONCEPTS INVOLVED IF THE PROJECT IS TO BE DEVELOPED AND OPERATED SUCCESSFULLY.

7. AT AN EMBASSY POST-MORTEM CONFERENCE ON APRIL 7, THE AGATT AND USFGC TEAM AGREED THAT AN ON-SITE VISIT TO THE US WAS NECESSARY TO BREAK THE CYCLE OF ON-GOING ADJUSTMENTS AND DESIGN CHANGES AND TO CREATE A FIRM CONCEPTUAL FOUNDATION FROM WHICH PROGRESS CAN BEGIN. IT WAS AGREED THAT THE POLISH OFFICIAL IN CHARGE SHOULD VISIT US FEED MILLING PLANTS EMPLOYING IDEAS AND PROCESSES WHICH USFGC BELIEVES NECESSARY TO THIS PROJECT. IT WAS ALSO AGREED DESIGN PROPOSALS FOR THE GRODZIEC FEED MILL WOULD BE DEVELOPED MORE OR LESS ON THE SPOT.

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8. IN THAT WAY, THE SYSTEMS, EQUIPMENT, AND THEIR FUNCTIONS COULD BE SOLIDLY DEMONSTRATED IN ACTUAL PRACTICE, RATHER THAN REMAINING ABSTRACT CONFERENCE ROOM DISCUSSION POINTS, SUBJECT TO MISUNDERSTANDING. THE POLISH SIDE COULD THEN RETURN WITH THE DEVELOPED DATA AND DRAWINGS, TO REVAMP THE PRESENT INADEQUATE DESIGN.

9. IT IS RECOMMENDED THAT THE POLISH HEAD OF THE PROJECT (DR. ZENON SZUMERA), ACCOMPANIED BY DR. KLAUS WERNER, SPEND TEN WORKING DAYS IN THE US. IT WILL ALSO BE NECESSARY TO EMPLOY THE SERVICES OF USFGC CONSULTANT WILLIAM BRIGGS FOR AT LEAST FIVE OR SIX OF THOSE DAYS TO ACCOMPANY SZUMERA AND WERNER, FOR PROFESSIONAL TECHNICAL EXPERTISE. MR. BRIGGS SERVICES ARE CRITICAL TO THE PROJECT. IT IS RECOMMENDED THAT HIS TRAVEL AND PROFESSIONAL FEES BE FUNDED FROM COOPERATOR CONTRIBUTIONS--OR BY FAS CONTRACT IF NECESSARY.

10. IT HAS ALSO BEEN PROPOSED THAT USFGC CONSIDER INCLUDING IN THE TEAM ONE OR BOTH OF THE POLISH TECHNICIANS WHO WILL ATTEND THE MAY/JUNE FEEDMILLING SHORT COURSE THIS YEAR AT KANSAS STATE UNIVERSITY. THIS WOULD BE HELPFUL IN OBTAINING MAXIMUM EXPOSURE FOR THE POLISH SIDE TO THE SYSTEMS IN QUESTION.

11. FAS CAN EXPECT TO RECEIVE FROM USFGC IN THE NEAR
FUTURE A MARKETING PLAN AMENDMENT REQUEST (MPAR) ON THE
ABOVE TRAVEL PROPOSAL. THE MPAR WILL INVOLVE NO INCREASE
IN FUNDING FOR THE USFGC MARKETING PLAN.

12. WE CONCUR AND REQUEST FAS CONCURRENCE IN THAT
PROPOSAL.
SCHAUFELLE

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